

Message Text

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PAGE 01 STATE 130471

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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, IR

SUBJ: USE OF AGENTS IN IRAN

REF: (A) STATE 117806; (B) TEHRAN 4807

1. COMMERCE CONTINUES TO RECEIVE ANXIOUS INQUIRIES REGARDING THE ROLE OF LEGITIMATE AGENTS AND DISTRIBUTORS IN IRAN IN VIEW OF THE GO'S CAMPAIGN TO ELIMINATE SO-CALLED MIDDLE MEN AND INFLUENCE PEDDLERS.

2. REQUEST EMBASSY CONCURRENCE IN PUBLISHING THE FOLLOWING STATEMENT IN COMMERCE TODAY MAGAZINE: THE GOVERNMENT OF IRAN RECENTLY AS EXPRESSED ITS CONCERN ABOUT THE ACTIVITIES OF SO-CALLED FIVE-PERCENTERS AND INFLUENCE PEDDLERS WHO ARE ATTEMPTING TO INTERPOSE THEMSELVES BETWEEN FOREIGN BUSINESS FIRMS AND IRANIAN GOVERNMENT PURCHASING OFFICES RESPONSIBLE FOR MILITARY AND NON-MILITARY CONTRACTS. WHILE NO PROBLEMS HAVE ARISEN, OR ARE EXPECTED TO ARISE, REGARDING U.S. FIRMS ENGAGED IN EXPORT SALES TO IRAN THROUGH ESTABLISHED AGENTS OR DISTRIBUTORS, U.S. COMPANIES SHOULD BE AWARE THAT IRANIAN OFFICIALS HAVE STATED CLEARLY THAT INFLUENCE PAY-

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PAGE 02 STATE 130471

MENTS WOULD NOT BE PERMITTED IN CONNECTION WITH GOVERNMENT

CONTRACTS. THESE OFFICIALS HAVE STATED THAT THE GOVERNMENT
OF IRAN UNDERSTANDS THE NEED FOR BONA FIDE IRANIAN
REPRESENTATIVES TO PERFORM NECESSARY COMMERCIAL SERVICES.

BUT THEY DO NOT WISH TO NEGOTIATE WITH INDIVIDUALS
PURPORTING TO BE ACTING ON BEHALF OF AMERICAN SUPPLIERS
WHOSE BUSINESS RELATIONSHIP WITH THAT SUPPLIER IS BASED
PRIMARILY ON THE SINGLE TRANSACTION TO BE NEGOTIATED.'
KISSINGER

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